

**MINUTES OF THE MEETING OF THE BOARD OF DIRECTORS
OF GATEWAY TO L.A. PBID INC.
CALIFORNIA NONPROFIT MUTUAL BENEFIT CORPORATION
October 12, 2006**

The board of directors meeting of Gateway to L.A. PBID, Inc. a California nonprofit mutual benefit corporation was held on October 12, 2006 at 8:00 a.m. at the Renaissance Montura Hotel at 9620 Airport Blvd., Los Angeles.

38 individuals attended the meeting as follows:

- Grant Coonley, Hilton Los Angeles Airport
- Greg Lehman, Renaissance Montura Hotel
- Cindy Boulton, Radisson LAX
- Jim Burns, LAX Marriott
- Martin Coyne, AMB Property Corp
- Sandy Diaz, .AMB Property Corp.
- Michael Payton, Crowne Plaza LAX
- Michael Washington, Westin LAX
- Mehran Torkzadeh, The Parking Spot
- Conrad Klingenstein, Jamison Services
- Paul Verduin, Courtyard by Marriott
- Tommy Spencer, Holiday Inn LAX
- Lance Lipscomb, Travelodge LAX
- Connie Bass, The Encounter Restaurant
- Fred Groth Jr., Four Points Sheraton
- Lori Oravetz, Arden Realty
- Teresa Reyes, Arden Realty
- Marco Khorasani, VIP Tours
- Travis Thomas, LAT Investment
- Juan Navarro-Sigala, La Quinta Inn & Suites
- Alan Liker, Budget Rent a Car
- Bill Geary, Carlsberg Management
- Karin Howell, Carlsberg Management
- Dennis Olson, LAX AAAC
- Nancy Niles, LAWA
- David Voss
- Jeanne Breunig, LAWA – RAD
- Lourdes Romero, LAWA - RAD
- John Ruhlen, Westchester BID
- Brian Lott, Destination Shuttle
- Mitch Robins, Universal Protective Service
- Regina Tennell, LAWA
- Lydia Kennard, LAWA
- Lisa Gritzner, Cerrell Assoc.
- John Howland, Cerrell Assoc.
- Seymour Kahn
- Jim Sakalis, Gateway to L.A.
- Laurie Hughes, Gateway to L.A.

1. WELCOME / INTRODUCTIONS

Grant Coonley welcomed the attendees and introduced new members – Lori Oravetz, Arden Realty; Marco Khorasani, VIP Tours; and Alan Liker, Budget Rent a Car.

2. ANNUAL BOARD – ELECTION OF BOARD OF DIRECTORS

Attorney David Fu conducted the election of Board of Directors.

22 members were present establishing a quorum.

i) Vote on Corporation's New Board of Directors

Voice vote adapted the proposed slate of directors as presented:

Cindy Boulton (representing the Radisson LAX: Class A1 Member)

Jim Burns (representing Marriott: Class A1 Member)

Harris Chan (representing Westin LAX: Class A1 Member)

Grant Coonley (representing Hilton Los Angeles Airport: Class A1 Member)

Martin Coyne (representing AMB International Airport Centers: Class A1 Member)

William Geary (representing Carlsberg Management: Class A1 Member)

Conrad Klingenstein (representing Jamison Services: Class A1 Member)

Gregory Lehman (representing Renaissance Montura Hotel: Class A1 Member)

Lance Lipscomb (representing Travelodge: Class C Member)

Lori Oravetz (representing Arden Realty: Class A1 Member)

Michael Payton (representing Crowne Plaza Los Angeles Airport: Class A1 Member)

Jim Ritchie (representing Los Angeles World Airports: Class A1 Member)

Tommy Spencer (representing Holiday Inn: Class A1 Member)

Mehran Torkzadeh (representing PRG Parking: Class A1 Member)

Paul Verduin (representing Courtyard by Marriott: Class A1 Member)

Steve Wade (representing Ace Parking: Class C Member)

ii) Authorization and approval of Executive Committee Members

Voice vote adopted the proposed slate of executive directors as presented:

Grant Coonley

Bill Geary

Michael Payton

Mehran Torkzadeh

Lance Lipscomb

Conrad Klingenstein

iii) Ratification of Executive Committee Actions

Voice vote ratified the actions of the Executive Committee from October 2005 thru September 2006.

3. PUBLIC COMMENTS

No comments from the public.

4. APPROVAL OF MEETING MINUTES – September 14, 2006

The minutes of the September 14, 2006 board of directors meeting were approved as presented.

5. FINANCIAL REPORT

Laurie Hughes presented the Financial Report including the Statement of Financial Position as of September 30, 2006 with total assets of \$171,417; the January through September 2006 Budget vs. Actual showing expenses under budget by \$77,916; and the 2006 year-end forecast.

The financial report was unanimously approved by the Board of Directors.

6. EXECUTIVE DIRECTOR'S REPORT

Laurie Hughes' report included a recap of PBID activities for the 2005 / 2006 year including:

- PBID Renewal Approved – 82% members supported renewal
City Council unanimously ratified the vote establishing the new expanded PBID district for a 10 year period.
2006 – focus on outreach to new members (Alan Liker – Bird & Mirken family)
- Holiday Lunch Concert – Year 2 – 750 attendees
- Ocean Express – 3rd year of operation – 50,000 passengers served
2006 – estimated 70,000 passengers will be served
- New Board Members – In first quarter, we welcomed two new Exec. Committee members – Bill Geary & Mehran Torkzadeh; and board members, Jim Ritchie of LAWA and Harris Chan of Westin LAX.
- Ambassador Program – added a new shift to cover increased area; and are currently implementing a ReporTrack system. Added a supervisor on weekends.
- In the early part of the year, Bill Geary spearheaded a co-operative advertising campaign in the Los Angeles Business Journal. With the help of Susan Rodriguez & Brooke Lauter of Arden Realty, the ad campaign was designed and our first or 18 advertisements started on April 17th.
Arden Realty, Carlsberg Management, Decron Properties & LAT Investments participated in the ad campaign.
- In March, we jointly funded an updated Conference / Retail Feasibility Study with LA, Inc. The study was completed in July and Michael Collins of LA Inc. presented the report to the Trade, Commerce & Hospitality Committee in August.
- In May, we welcomed Cindy Boulton back and moved the Holiday Lunch Concert to the Radisson LAX
- See My L.A. – Coupon Booklet was designed by LA, Inc. Partners included LA Inc., American Express & Gateway to L.A.
- In June, 100 newsracks were removed as a result of the new ordinance that took 3 years to get passed.
- June 29th marked our first march on Century Blvd. and the beginning of a major campaign against the hotels by Unite Here.
- August – we engaged Cerrell Associates to assist with government affairs issues including street closures, LAX modernization and establishing a Specific Plan.

Projects in the works:

- Ocean Express Operations – increasing service and charging passengers.
- Video Surveillance Cameras / Smart Car

- Recycling Program Implementation
- Sidewalk repairs
- Century Blvd. Median Beautification - Implementation

7. GOVERNMENT AFFAIRS ISSUES BRIEFING

Lisa Gritzner briefed the board members on the October 11th Trade Commerce & Hospitality meeting at City Hall, a meeting with LAPD and Airport Police to discuss concerns regarding the closure of Century Blvd. for public events, and conversations with Councilman Rosendahl's Planning Deputy, Grieg Asher, regarding establishing a Specific Plan for the Century Corridor.

8. DISCUSSION OF THE PROPOSED LIVING WAGE ORDINANCE

Grant Coonley led a discussion on the proposed living wage and worker retention ordinance and outlined the concern of Century Corridor hotels with respect to the legal precedent that would be set by such an ordinance.

Michael Payton made motion that Gateway to L.A. take a position opposing such an ordinance. The motion was seconded by Jim Burns and passed with a unanimous vote by the board of directors.

9. SPECIAL GUEST SPEAKER – LYDIA KENNARD, Los Angeles World Airports
Lydia Kennard

6. STATUS OF OFFICE BUILDING AT 9800 SEPULVEDA BLVD.

David Voss reported on the status of the sale of office building located at 9800 Sepulveda Blvd. This building is currently in escrow. Subject to completion of the sale, the new owners plan to develop the site into affordable housing condominiums.

Meeting adjourned.